

business voice

LAS VEGAS METRO CHAMBER OF COMMERCE

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TORT
REFORM
AND WHY DOES
IT MATTER
TO MY
BUSINESS?



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leading the charge

KRISTIN MCMILLAN
PRESIDENT & CEO

The regular legislative session officially ends June 1. The Metro Chamber has been on the ground every day since the Legislature began. We are championing the economy by protecting the business community against harmful legislation and working with our state's policymakers to craft sound public policies that will help Nevada create jobs, spur economic development and help our members get business done.

The Metro Chamber has several priorities as outlined at the beginning of the session. Among the priorities are improving K-12 education, reforming our state's tax structure, allocating the funding necessary for an allopathic UNLV medical school, and creating an environment conducive to growing businesses and attracting new industries to the state. This month's cover story delves into why tort reform is crucial in keeping Nevada a competitive place to do business.

According to a Harris Interactive, Inc. study commissioned by the U.S. Chamber Institute for Legal Reform, Nevada currently ranks a relatively low 37 out of 50 in terms of overall legal climate. This ranking reflects how U.S. businesses perceive states' tort liability systems in terms of fairness and reasonableness. And we have some stiff

competition in our neighbors – Utah ranks ninth, and Idaho is sixth in the nation. Creating a more favorable legal climate in Nevada not only helps companies currently doing business in Nevada; it attracts new businesses and industries looking to relocate or expand into other states. Furthermore, the potential effect on businesses in Nevada from improving our overall legal environment (reducing tort activity and creating a more fair and reasonable legal climate as defined by the Harris study) could create more than 7,600 jobs and increase business activity in the state anywhere from .64 to 1.74 percent. These are big numbers that could mean a dynamic shift in the way Nevada is viewed in terms of overall business competitiveness and open the door for new opportunities for growth.

As you'll read in the cover story, there are several bills before the Legislature that have the opportunity to reform Nevada's tort system and give us more of a competitive edge. I urge you to read up on these important bills, contact your legislators and stay apprised of updates through *The Rundown*, the weekly Metro Chamber government affairs e-newsletter. Also look for calls-to-action in your inbox. The coming weeks of the Legislature will bring frequent updates at a rapid-fire pace. The Metro Chamber will be there every step of the way, leading the charge for your business and for Nevada's future.

“Creating a more favorable legal climate in Nevada not only helps companies currently doing business in Nevada; it attracts new businesses and industries looking to relocate or expand into other states. ”

Wake up your smart.



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u.s. congresswoman dina titus engages members at may 8 eggs & issues

Don't miss your opportunity to hear from U.S. Congresswoman Dina Titus (NV-1) during Eggs & Issues on May 8. Eggs & Issues is an information-packed, interactive breakfast series that gives business leaders insight about federal issues impacting the local business community. Congresswoman Titus, who sits on the U.S. House Committee on Transportation and Infrastructure and the U.S. House Committee on Veterans' Affairs, will make remarks and take questions from the audience. Eggs & Issues will be held on Friday, May 8, at Vdara Hotel & Spa from 8:00 – 9:30 a.m. Tickets are \$40 for members, \$55 for non-members and \$400 for a table of ten. For more information and to register for the event, visit LVChamber.com.

see how media is changing in the valley at the next business power luncheon on may 21

The world of media is constantly in flux, and business professionals need to know what's happening, what's trending, and how new perspectives are shaping the local news scene. Get insight on the drastically changing media industry in Las Vegas from Michael Hengel, Editor of the *Las Vegas Review-Journal*; Jennifer Dahl, West Coast Regional News Director for Sinclair (owner of KSNV Channel 3); Mark Neerman, News Director for KSNV Channel 3; Emily Neilson, President & General Manager for KLAS Channel 8; and Sean McLaughlin, Vice President of News for E.W. Scripps Co. (owner of KTNV Channel 13). This is a must-attend for any business professional who wants to know the latest in the industry and what it means for news coverage in Southern Nevada. The luncheon will be Thursday, May 21, at the Four Seasons Las Vegas, from 11:30 a.m. – 1:00 p.m. Seats are \$50 for members and \$65 for non-members. Tables of ten are also available for \$500. For more information or to register, visit LVChamber.com or call 702.641.5822.

find out how drone technology could affect your business at newsfeed on may 13

NewsFeed, a partnership between the *Las Vegas Review-Journal* and the Metro Chamber, will present a panel discussion on the unmanned aerial system industry, how Nevada is positioned to help it grow and how Las Vegas businesses might be able to take advantage of the technology. Panelists include Don Daniels, President of Praxis Aerospace Concepts International and adjunct professor at UNLV; Richard Jost, Director with Fennemore Craig Jones Vargas; and Greg Friesmuth, Founder and CEO of SkyWorks Aerial Systems. *Review-Journal* Senior Editorial Writer Glenn Cook will moderate the conversation. The breakfast is Wednesday, May 13, from 7:30 – 9:00 a.m. at the Four Seasons Las Vegas and tickets are \$40, or \$400 for a table of ten. For more information and to register, visit LVChamber.com.

become an exhibitor pro by attending the business expo workshop

Business Expo, the Metro Chamber's popular annual trade show, is Wednesday, June 10. During the event, businesses, community leaders and entrepreneurs will come together to seek out new prospects and business opportunities and spotlight their brand. As an exhibitor, it is important to be prepared for Business Expo, which is why the Metro Chamber is hosting an exhibitor workshop on Thursday, May 14. Exhibitors and potential exhibitors will learn how to make the most of their exhibiting experience and learn about show day, set-up logistics marketing tips and venue information. For more information about Expo, including exhibiting and registering for the workshop, visit LVChamber.com or call 702.641.5822.

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news you need



city of north las vegas proposes changes to business licensing

The City of North Las Vegas is proposing changes and amendments to North Las Vegas Municipal Code Title 5 under business licenses and regulations. Currently, the City of North Las Vegas does not require professional businesses to be licensed. The City of North Las Vegas is proposing to require business licenses and assess each professional business located in the City of North Las Vegas an annual fee at the rate of \$200 for the first professional and \$150 for each additional professional. All comments concerning this proposed modification must be received by the City of North Las Vegas, Business License Division no later than May 11. For more information about the changes, visit cityofnorthlasvegas.com.



salute travel and tourism in america this may

National Travel and Tourism Week is May 2 – 10. During this week throughout the U.S., travel and tourism work and its impact to economies all over the country are highlighted, recognized and commended. The theme for 2015 is "Travel is..." It was selected to reflect the wide-ranging and robust ways that the U.S. travel industry contributes to job creation, economic development and quality of life. U.S. Travel is encouraging communities to hold different events on May 5 for a travel rally day. For more information about National Travel and Tourism Week 2015, visit ustravel.org. To see what's happening in the Las Vegas community during the week, visit lvcca.com.



learn how to sell to international markets during free program

The Governor's Office of Economic Development is offering a training session to introduce business owners to the economic opportunities and general "how-tos" of exporting. During this information-packed, half-day session on May 27, businesses will learn how to sell to international markets and find out about local resources offering a variety of services that can help businesses expand into the international marketplace. The program is open to small and medium-sized Nevada businesses that are new to exporting or interested in starting to export. For more information on this free program, visit into-exporting.eventbrite.com.

celebrate national small business week

More than half of Americans either own or work for a small business and during National Small Business Week on May 4–8, the U.S. Small Business Administration takes the opportunity to highlight the impact of outstanding entrepreneurs and small business owners. Every day, small business owners and entrepreneurs are working to create jobs, drive innovation and increase America's global competitiveness. The theme this year is SBA: Dream Big, Start Small. For more information on National Small Business Week, visit sba.gov.



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GOVERNMENT AFFAIRS AND PUBLIC POLICY

stay up-to-date on southern nevada forum priorities

In January, stakeholders, community leaders, legislators and citizens met to create a legislative agenda that would address the concerns of Southern Nevada. The bills were selected on the basis of their ability to transform the region, crafted with Southern Nevada's unique demographics, economics and governance structure in mind.

Several measures related to improving the quality of education in Southern Nevada are moving along the legislative process. Assembly Bill 278 would direct state education officials to establish plans to reduce the state's class sizes and address Southern Nevada's school overcrowding issues. Senate Bill 295 provides a plan and funding to supplement the state's professional development offerings to teachers. This bill, if passed, will help improve the quality of our teachers and ensure that they are positioned for success by providing them with

the skills and knowledge to teach Nevada's updated state standards.

Assembly Bill 191 combines two questions on fuel revenue indexing into a single, easily understood question. Assembly Bill 161 proposes a tax abatement to attract industries that specialize in unmanned aerial systems to Nevada to conduct their research. These measures will ensure that the state has a modern and safe transportation network, as well as a business friendly environment, to position Nevada's economy for growth and diversification.

Assembly Bill 364 modifies the rules governing the state's business portal. This legislation, among other things, makes it easier for businesses to file and pay for their business license and ensures that certain data collected by the state from businesses remains confidential.

Assembly Bill 410 was referred to the Ways & Means Committee, which is exempt from many legislative

deadlines. This measure would ensure that most of Nevada's boards and commissions have appropriate representation from all of the state's regions, based on population.

Assembly Bill 289 provides a plan for regionalizing Nevada's mental health services, meaning that Nevada's three distinct regions - North, South, and rural - can tailor their services to benefit local populations. If passed, this bill would improve the quality of mental healthcare available in the state and fix many of the problems that have plagued the system for years.

For more information on the Southern Nevada Forum and the status of priorities, visit southernnevadaforum.com.

**Status of bills as of April 23, 2015*

legislative reception



President's Club members, state and local legislators and Metro Chamber leadership met for the biannual Legislative Reception at Bella Fiore Wines in Carson City. Members were able to see how the Metro Chamber engages every day at the Legislature with lawmakers and advocates for meaningful and sound public policies on behalf of Nevada's business community.

Photo credit: David Calvert

your scene | you're seen



business power
luncheon



The Metro Chamber welcomed business leaders, elected officials and community members to a luncheon featuring UNLV President Dr. Len Jessup. During the luncheon, Dr. Jessup shared his vision for the university and the development of a UNLV School of Medicine, as well as highlighted some of the innovative and cutting-edge programs at the university. For more pictures of the Business Power Luncheon, visit facebook.com/lvchamber. *Photo credit: Las Vegas Photo and Video*

opt in to savings:

NEW BENEFIT FROM CONSTANT CONTACT!

Last month, the Metro Chamber unveiled a new menu of cost-saving benefits, including shipping discounts with UPS, computer hardware discounts with Dell and prepaid legal and identity theft services from LegalShield. Now, members can also take advantage of a brand new discount program from Constant Contact, giving them up to 25 percent off email services, event management, surveys and polls, and other marketing solutions.

Constant Contact is known as an affordable email marketing service provider for small to medium-sized businesses, helping them reach more audiences with their marketing through customizable email templates, a broad knowledge base to help them navigate the complex and

Through the Constant Contact program, members can select what products best fit their business goals, whether it is a basic email package so they can design a weekly email newsletter and develop regular customer communications, or the comprehensive Toolkit, which includes newsletters, event management and surveying. Constant Contact's pricing adjusts as a business' mailing list grows, making the platform cost-effective and stable. It also gives businesses unlimited sends, no matter how many contacts are on their list, so companies are not charged per email sent.

Constant Contact also helps keep businesses compliant with CAN-SPAM and other regulations that can make email marketing tricky. For novices of email marketing and those who want to know best practices, tips and the



dynamic world of digital marketing, and detailed analytics to track the success of marketing campaigns. Features of the email marketing platform include list-building tools, mobile-friendly email templates, social media tools, contact management, image and file storage and free support services.

Constant Contact was ranked number one in *Website* magazine's list of the top 50 email marketing solutions. In addition to a comprehensive email marketing suite of products, it has also expanded to include more marketing services for business owners, including social media integration, event management and registration, surveying and polls for real-time feedback, and social media offers and promotions.

latest trends in the field, Constant Contact also offers a robust knowledge base where members can ask questions, watch helpful how-to videos, and get assistance through live web chat, webinars and training on everything from email design to improving open rates and writing the perfect subject line.

Members can sign up from the program directly from the Perks & Discounts link in the Members Only Portal at LVChamber.com. For more information or to obtain your log-in credentials for the Portal, call the Metro Chamber's Member Engagement team at 702.641.5822.



S

tates compete with one another for economic development opportunities. While several factors weigh on a business' decision to expand or relocate to a particular state – or to continue operations in a state – a major aspect is that state's litigation environment and the overall health of the state's court system. After all, a state with a good litigation climate attracts new businesses, which in turn creates new jobs and spurs economic development in everything from consumer spending to real estate.

A major piece of that overall picture of court system health is its tort liability system. Tort law pertains to the system and means of compensation utilized by the courts to assign remedies, awards and damages for harm done by one party to another (person, property or other protected interests). Tort reform, a longstanding legislative priority of the Las Vegas Metro Chamber, seeks to reduce tort litigation, awards and damages because of its negative impact on the business environment, including the ripple effects on industries, jobs, and costs of everyday goods and services.

Excessive litigation also has the potential to stifle innovation, as the risk of litigation sometimes hinders the pursuit of ideas and enterprise, and undermines personal responsibility from some parties. It leads to an unfavorable and uncompetitive business environment for Nevada as the state works to expand its standing in the global economy and attract new businesses and industries. Tort reform also helps ensure that the litigation process is transparent.

So where does Nevada stand in terms of its tort liability system? In a 2012 study conducted by Harris Interactive for the U.S. Chamber Institute for Legal Reform to explore how fair and reasonable the states' tort liability systems were perceived to be by U.S. businesses, Nevada ranked 37 of 50 for overall legal climate ranking. States were ranked in the areas of overall treatment of tort and contract litigation; having and enforcing meaningful venue requirements; treatment of class action suits and mass consolidation suits; damages; timeliness of summary judgment or dismissal; discovery; scientific and technical evidence; judges' impartiality; judges' competence; and juries' fairness. Nevada ranked higher than California (ranked 47), but significantly lower than neighbors Idaho (sixth) and Utah (ninth), and has dropped from its 2010 ranking of 28 out of 50 states. It has some ways to go to build up competitiveness in this arena.

Opportunities for Nevada to better position itself as a state ready for new businesses and industries in terms of its legal system have presented themselves in the 2015 Legislature. Senate Majority Leader Michael Roberson

has introduced several of the key tort reform bills this legislative session to help improve the state's litigation environment. These bills could significantly affect the legal environment of Nevada, and the Metro Chamber urges its members to stay apprised of changes and contact their legislators to voice their support for tort reform.

Senate Bill 134 (SB 134) provides for a cap on appeal bonds in civil actions. This would bring Nevada on par

with several other states by capping the bond amount required for a business to post when appealing a civil judgment without risking its financial viability. Under SB 134, a large business would have their bond amount capped at \$50 million or the value of the judgment (whichever is less); small businesses, as defined by the U.S. Small Business Administration, would be capped at one million dollars. This stands to especially benefit smaller businesses that would otherwise not have the opportunity to have their case heard at the appellate level due to cost restrictions creating a disadvantageous environment for them to continue. This bill, because it would allow greater access to appellate review to explore new avenues of law and precedent for the state, would create greater incentives for economic growth, innovation and job creation.

Some of the bills before the Legislature would simply bring Nevada in line with other states.

Senate Bill 160, already in practice in 42 other states, would exclude businesses from the liability they may currently incur when trespassers are injured on their

property. The bill would remove the burden of liability from business owners for any occurrence that may happen on their premises to a person who had no permission or license to be there.

Senate Bill 161 seeks to limit product liability claims and protect the innocent seller. This bill would remove the burden from distributors and retailers that sell and distribute products with a manufacturing defect. While protecting these businesses from litigation, the bill would also allow appropriate legal action against the manufacturers of these defective products.

Tort reform is a major area of opportunity to keep Nevada competitive with its neighbors and in the national scope of business attraction, job creation and innovation.

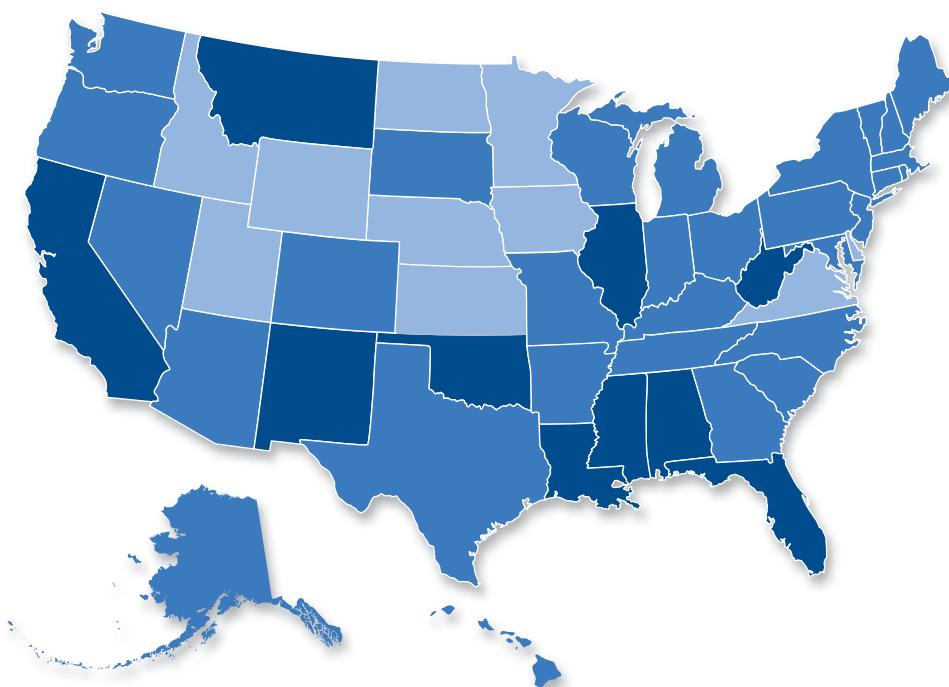
Senate Bill 244 revises the process by which the Attorney General may enter into contracts with private practice attorneys, requires the prior approval of the Governor and the Legislature, and limits contingency fees associated with such contracts. This bill would ensure that executive agencies use existing resources when possible and ensures the fees associated with outside counsel retained are both fair and transparent.

In **Senate Bill 291**, defendants in civil trials would be permitted to introduce additional evidence regarding the damages sustained by the plaintiff. In some cases, damages billed by a provider are later adjusted from insurance, cash out-of-pocket or other payment methods

and are not an accurate reflection of the actual damages. This bill would allow the introduction of actual bills versus what is charged at the onset of the suit before any adjustments to represent a more holistic picture of what the plaintiff is potentially owed. This bill aims to reduce the number of frivolous law suits, as well as ensure that awards resulting from a civil action are fair, reasonable and uninflated.

Also part of the tort reform bills in this legislative session is **Senate Bill 296**, which would reform punitive damages – those which result in additional compensation to an injured party beyond what is necessary to compensate the individual for losses – in certain civil actions. In certain

2012 Legal Climate Ranking by State



1	Delaware	26	Tennessee
2	Nebraska	27	Michigan
3	Wyoming	28	Oregon
4	Minnesota	29	Hawaii
5	Kansas	30	Ohio
6	Idaho	31	Rhode Island
7	Virginia	32	New Jersey
8	North Dakota	33	Maryland
9	Utah	34	Missouri
10	Iowa	35	Arkansas
11	South Dakota	36	Texas
12	Maine	37	Nevada
13	Alaska	38	Kentucky
14	Indiana	39	South Carolina
15	Wisconsin	40	Pennsylvania
16	Vermont	41	Florida
17	Arizona	42	Oklahoma
18	New York	43	Alabama
19	Massachusetts	44	New Mexico
20	North Carolina	45	Montana
21	New Hampshire	46	Illinois
22	Washington	47	California
23	Colorado	48	Mississippi
24	Georgia	49	Louisiana
25	Connecticut	50	West Virginia

Source: U.S. Chamber Institute for Legal Reform

cases, this legislation would limit the conditions under which a manufacturer or seller of a product is liable for punitive damages in a civil action. It would also bar punitive damages against a company which had followed all applicable state and federal laws and regulations and the outcome had been negative for the plaintiff. This type of legislation can help make Nevada more competitive to incoming businesses and industries because it protects businesses that follow the state and federal regulations that guide its business practices, which often factors into a business' comfort level in building facilities in or relocating to a state.

Finally, **Senate Bill 300** would change the way juries (or judges, in a bench trial) evaluate comparative negligence (a rule allocating damages when both parties are found to be somewhat at fault) and joint and several liability (where each damaging party is independently liable for the full extent of the damages of the injuring act). Under this new structure, each defendant would be liable to the plaintiff only for the percentage of responsibility attributed to him or her. Damages would be allocated based on fault. This has the potential to curb financial incentives for frivolous lawsuits that deliberately seek damages from companies because of their ability to pay large sums of money in damages, even though these companies' percentage of fault may be small or non-existent. This measure would significantly reduce the number of frivolous lawsuits in the state and lower costs associated with doing business in the state.

According to NERA Economic Consulting, the potential effect on businesses from a change in the litigation climate could create more than 7,600 jobs and increase business activity in the state anywhere from .64 percent to 1.74 percent, resulting in economic opportunities for businesses throughout the state. They also estimate nearly \$282 million in a cost reduction of state tort litigation and insurance coverage. These numbers present a staggering economic impact and a potential game-changer for job creation, economic development and the overall business climate in Nevada. Tort reform is a major area of opportunity to keep Nevada competitive with its neighbors and in the national scope of business attraction, job creation and innovation. As a state, Nevada needs to render a verdict that supports its businesses and economic opportunities.

The momentum in the legislature is there, and while the Metro Chamber supports these bills to promote its longstanding priority of tort reform, members of the business community need to rally. Here are some ways to get involved:

- Contact your state legislators and let them know you support these bills. Find your legislator by visiting mapserve1.leg.state.nv.us/whoru.
- Stay apprised of changes to these and other important legislation by reading *The Rundown*, the weekly Metro Chamber e-newsletter detailing the week's activity from Carson City.
- Watch your inbox for calls to action, especially as the regular legislative session draws to a close. These calls to action will urge you to contact your elected representatives about important legislation appearing imminently before the Legislature.
- For more information on specific bills, contact the Metro Chamber Government Affairs team at 702.641.5822.

voices of the metro chamber

CHAMBER MAKES BUSINESS SIZZLE

B

acon. One of America's favorite ingredients, and the "duct tape" of the kitchen. But how could we turn it into a business? For us, it was a simple decision. Food Truck.

Bringing bacon to Las Vegas with a food truck has been a few years in the making between two friends but now it is here, thanks to help from the community and the Metro Chamber.

The idea stemmed from a late night snack run where we ended up cooking three pounds of bacon and eating monster BLTs. Fast forward quite a few sleepless nights, cases of Rockstar and more than 100 pounds of bacon, and we get Bacon Boys - our take on one of America's favorite foods.

Venturing into a new industry such as food and beverage from a tech background was a daunting task, but we turned to the Metro Chamber to help with starting and growing our business. Through the use of Chamber resources, we have been able to take advantage of several programs that have helped our business and helped put hundreds of dollars DIRECTLY back to our bottom line.

Our first item of business is always to let people know what we have on our menu. Using the printing discount offered through the Office Depot partnership has allowed us to get high-quality printed menus to pass out both for catering and walk-up traffic. Image is everything and being able to present a professional image to patrons helps us break out of the traditional "roach coach" mentality and let people know that we are serving gourmet food - just off of a truck.

Attracting new business is key to long-term growth and development, and the Metro Chamber has helped us immensely. Taking the food truck to a client's location isn't always the most cost-effective option, and we don't feel that meeting at a coffee shop presents the image we want. The Metro Chamber's business center allows us access to high-speed Internet and a professional meeting space to close deals and conduct interviews.

The Metro Chamber also provides us with another crucial element to growing our business: networking. While business can be done over the Internet, there is no substitute for getting out of the office, off the truck, shaking hands and making a personal introduction. People like to do business with someone they can put a face to a name, and like the fact that someone is local and can answer a phone. From Business Expo to weekly and monthly events, the Metro Chamber provides us



Brian Mosko &
Blake Wiessner
Bacon Boys

with ample opportunity to meet community members and grow our business.

The last and most crucial of the benefits is Chamber Insurance & Benefits. Attracting and retaining top talent in the kitchen is key to our long-term success. Being able to offer health insurance along with other benefits lets our employees know that we are a serious business with which they can grow and expand.

Overall, joining the Metro Chamber was one of the best business decisions that we have made, and Bacon Boys would encourage all who are not members to join, and those who are members currently to take advantage of the opportunities that are offered.

Tweet and mention @BACONBOYSTRUCK and @LVCHAMBER with #VEGASPROUD hashtag and get a FREE combo upgrade (free fries and a drink).

GET NOTICED. GET CONNECTED.
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business**expo**

JUNE 10

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For more information
Contact: Marsha Irvin
(702) 560-5214
marsha.irvin@catapultlearning.com



GOOD MORNING LAS VEGAS

4:30-7:00AM WEEKDAYS
UP TO THE MINUTE
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BREAKING NEWS · REAL TIME TRAFFIC · WEATHER

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what's happening

PLACES TO BE. PEOPLE TO MEET. THINGS TO KNOW. IN **MAY**

may chamber connections

Join this established dedicated leads group made up of professionals from a variety of industries. Limited openings available; call for space availability.

5:30 – 7:00 p.m.
See website for details on locations.

Tuesday, May 5
Tuesday, May 19

how to register:

Visit LVChamber.com and
click on the Events Calendar.

Call 702.641.5822.

5

TUESDAY, MAY 5 **CHAMBER VOICES TOASTMASTERS**

Become a better speaker and a more effective presenter by joining Chamber Voices Toastmasters. Open to all members.

10:45 a.m. - Noon

Las Vegas Metro Chamber of Commerce
575 Symphony Park Ave., Ste. 100

\$54 every six months. Guests always complimentary.

5

TUESDAY, MAY 5 **BUSINESS AFTER HOURS** **AT FOUR POINTS BY SHERATON HOTEL**

Build new business relationships in the newly renovated Four Points by Sheraton Hotel. Work the room, take in the cool evening air with a cocktail on the rooftop pool lounge and enjoy light bites and brews in the modern lobby.

5:30 - 7:30 p.m.

Four Points by Sheraton
4055 Palos Verdes St.

Complimentary for members and their guests.

Sponsor: Four Points by Sheraton

7

THURSDAY, MAY 7 **LEADERSHIP LAS VEGAS RECRUITMENT MIXER**

Join Leadership Las Vegas Alumni, the class of 2015 and potential candidates for the incoming class of 2016 as you learn more about this dynamic program and how participants benefit from it.

5:00 – 7:00 p.m.

Silk Road inside Vdara Hotel & Spa
2600 W. Harmon Ave.

Complimentary for alumni, current class members and potential candidates

8

FRIDAY, MAY 8 **EGGS & ISSUES FEATURING** **U.S. CONGRESSWOMAN DINA TITUS**

U.S. Congresswoman Dina Titus (NV-1), currently serving on the U.S. House Committee on Transportation and Infrastructure and the U.S. House Committee on Veterans' Affairs, will make remarks about important legislation before Congress and participate in a Q & A session with the audience. **President's Club members are invited to an exclusive roundtable discussion with Congresswoman Titus immediately following the breakfast.**

8:00 – 8:30 a.m. Registration

8:30 – 9:30 a.m. Program

Vdara Hotel & Spa

2600 W. Harmon Ave.

\$40 for members, \$55 for non-members

\$400 for a table of ten

Sponsors: Allegiant Air, CenturyLink, Chamber Health Options, Porter Gordon Silver, Sunrise Health System, Southwest Gas and Touro University Nevada

11

MONDAY, MAY 11 **VEGAS YOUNG PROFESSIONALS TOASTMASTERS**

VYP has created a Toastmasters group for all VYP members and their guests to help learn key speaking, presentation and leadership skills.

6:30 – 8:00 p.m.

Las Vegas Metro Chamber of Commerce
575 Symphony Park Ave., Ste. 100

Complimentary for guests

\$60 to join, \$36 every six months.

Presenting Sponsors: Chamber Health Options, Cox Communications, UnitedHealthcare and Wells Fargo

00 - CHAMBER EVENT

00 - VYP EVENT



13

**WEDNESDAY, MAY 13
NEWSFEED BREAKFAST**

NewsFeed, a partnership between the *Las Vegas Review-Journal* and the Metro Chamber, will present a panel discussion on the unmanned aerial system industry, how Nevada is positioned to help it grow and how Las Vegas businesses might be able to take advantage of the technology. *Review-Journal* Senior Editorial Writer Glenn Cook will moderate the conversation.

7:00 - 7:30 a.m. Registration & Networking

8:00 - 9:00 a.m. Program

The Four Seasons Las Vegas

3960 Las Vegas Blvd. S.

\$40 per seat

\$400 per table of 10

Sponsors: Chamber Health Options and Arcata Associates Inc.

14

**THURSDAY, MAY 14
BUSINESS EXPO 2015 EXHIBITOR WORKSHOP**

Want to get more information on making the most of your exhibiting experience at Business Expo? Interested in exhibiting at Business Expo? Attend the Exhibitor Workshop to learn more about show day and set-up logistics, exhibiting and marketing tips, venue information and valuable information from the show partner. This is also a great opportunity to network with your fellow exhibitors.

3:00 - 3:30 p.m. Food & Beverage Exhibitors

3:30 - 4:30 p.m. All Exhibitors

4:30 - 5:30 p.m. Networking

Las Vegas Metro Chamber of Commerce

575 Symphony Park Ave., Ste. 100

Complimentary for Exhibitors

19

**TUESDAY, MAY 19
CHAMBER VOICES TOASTMASTERS**

See May 5

19

**TUESDAY, MAY 19
MORNING MINGLE**

Learn how to maximize your Metro Chamber membership by attending this breakfast series hosted by the Chamber Prospectors, who will give firsthand accounts of how they used the Chamber to build their business.

7:30 - 8:00 a.m. Registration & Networking

8:00 - 9:30 a.m. Program

SpringHill Suites by Marriott

2989 Paradise Rd.

Complimentary.

Sponsor: CenturyLink

21

**THURSDAY, MAY 21
BUSINESS POWER LUNCHEON:
THE NEW VEGAS MEDIA LANDSCAPE**

The world of media is changing dramatically in Las Vegas. Get the latest perspectives on media in Southern Nevada from the new ownership of the Valley's media outlets, including the *Las Vegas Review-Journal*, KTNV Channel 3, KLAS Channel 8 and KSNV Channel 3.

11:15 - 11:45 a.m. President's Club meet-and-greet reception

11:30 a.m. - Noon Registration

Noon - 1:00 p.m. Program

The Four Seasons Hotel Las Vegas

3960 Las Vegas Blvd. S.

\$50 Members

\$65 Non Members

\$65 at the door

\$500 per table of ten

Sponsors: Chamber Health Options, KNPR Nevada Public Radio and Wells Fargo

21

**THURSDAY, MAY 21
VEGAS YOUNG PROFESSIONALS FUSION MIXER**

Connect with outstanding intra- and entrepreneurs in Las Vegas and build your business network.

7:00 - 9:00 p.m.

Hyde Bellagio

3600 Las Vegas Blvd. S.

Online: \$10 for members, \$15 for non-members

At the door: \$15 for members, \$20 for non-members

Presenting Sponsors: Chamber Health Options, Cox Communications, UnitedHealthcare and Wells Fargo

27

**WEDNESDAY, MAY 27
CUSTOMER SERVICE EXCELLENCE BREAKFAST**

Join the Las Vegas Metro Chamber of Commerce and the Las Vegas Convention & Visitors Authority as they honor all of the nominees for their dedication to great customer service at the quarterly Customer Service Excellence Recognition Ceremony.

7:00 - 8:00 a.m. Registration & Photos

8:00 - 9:00 a.m. Program

Cashman Center

850 Las Vegas Blvd. N.

Complimentary for nominees and their guests.

Platinum Sponsors: Chamber Health Options, Wells Fargo, *Las Vegas Review-Journal*

Gold Sponsors: Boyd Gaming, Cox Communications, Office

Depot, Southwest Gas, Sunrise Health System, Southwest Airlines

Media Partner: Channel 13

Program Partner: Las Vegas Convention and Visitors Authority

in the know

MOBILEGEDDON IS HERE. IS YOUR WEBSITE READY?

BY WILL PACCIONE,
DOTXERO INTERNET MARKETING

Every business owner wants to make their website visible on search engines, so when people search for industry-related interests, their website gets clicked, they get traffic and the phone rings. When your company appears in a search result for a variety of keywords, it doesn't just happen by accident. Google never reveals exactly how their search algorithm works. It just seems to know exactly what we're looking for and ranks web pages. Sometimes, though, they do give us hints.

And every once in a while, Google gives us a search engine optimization tip that we can't ignore.

It should be a given that to even have the chance to place high on their search engine results pages for your desired industry keywords, you need to have helpful, industry-relevant content on your website. However, besides good content, there are technical things that can help your website's search ranking. This year, Google let us in on a technical biggie.

Mobilegeddon, as people refer to it, is a jump (or drop) in search results based on whether your website is mobile friendly or not. Google has said that mobile friendliness will have "a significant impact in our search results." This change, which started April 21, now reflects in search results. In other words, your website needs to be mobile-friendly to get noticed.

Why is this happening?

If you've checked your website analytics recently, you've probably seen that a lot of traffic is arriving from people viewing your website on mobile devices, meaning smart phones and tablets. We literally carry the Internet with us day and night, and many times it's a lot easier to look something up on our phones, rather than going to a desktop or laptop.

The problem is that websites that were made with only desktops and laptops in mind aren't very user friendly on phones and tablets. A bad user experience will lead to searchers being unhappy with the results, possibly leading them to use another search engine to find what they need.

Google makes the majority of their income from advertising on their search engine's results page and they don't want unhappy searchers. In order to keep people using their search engine, they have to keep the results relevant to what's being searched, and now, relevant to the device on which those websites will be viewed.



What can you do?

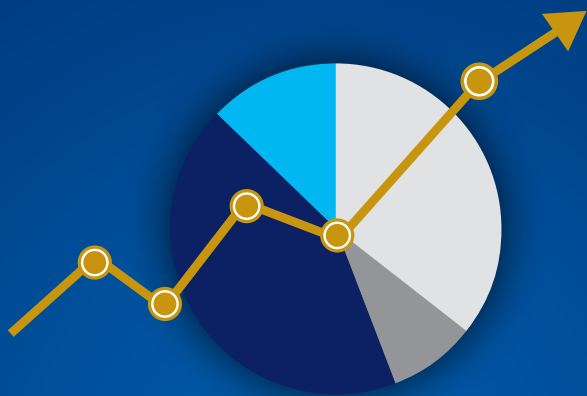
There are different ways to make your website mobile. One way is to keep your current website and have a subdomain for phones, like "mobile.mywebsite.com." There are many third party websites to which you can pay a small monthly fee to set up, design and host your mobile site. You just add the content. In some cases, you'll just have to remember that if you make a change on one version, you'll want to make the change on the other.

The more popular mobile way recommended by Google is responsive design. Responsive websites look good across all screens. The framework responds to the width of the screen and stacks the website elements accordingly. There's no pinching and zooming on responsive websites to see certain areas of a web page. The menu adjusts as well, so it's more touch friendly. Also, you'll only have to maintain content on one website.

First, check to see if your website is mobile friendly at <https://www.google.com/webmasters/tools/mobile-friendly/>. Then, consult your IT professional, website administrator or one of the Chamber's member web service providers. Don't let your competitors get ahead of you in the search results. Make that change now to stay top-of-mind...and top of Google.

2015

NEVADA STATE BANK SMALL BUSINESS SURVEY



Get the scoop on what Nevada small business owners and managers are thinking, what keeps them up at night, and what they predict for the coming year. This highly targeted, local research about business trends, entrepreneurs' opinions and their economic outlook could play a valuable part in your strategic planning and decision-making.

Nevada State Bank wanted to know the state of small business in our state. So we conducted comprehensive research and analysis—and this information is now ready for you in the 2015 Small Business Survey.

Download today at
NevadaSmallBusiness.com/survey.

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Vegas
PBS

Vegas PBS presents the 2015 SBA
Small Business Awards Luncheon

Thursday, May 21, 2015

Gold Coast Hotel and Casino
4000 W. Flamingo Road, Las Vegas, NV 89103

Check-in: 11:30 a.m. | Luncheon: 12:00 p.m.

Tickets: \$60 | Table of 10: \$550

Register today!

(702) 799-1010 x5363
scollins@VegasPBS.org
VegasPBS.org/SBA

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(B) Linda Trinh, PMP

Vice President of Marketing and Promotions - GCA, Inc.

Linda Trinh, PMP, Vice President of Marketing and Promotions for GCA, has spent eight years taking the casino industry by storm. Trinh's innovative slot tournament campaign, TournEvent of Champions®, has been an industry leader since its inception in 2012, growing to more than 100 casinos in 2014. Currently, Trinh has taken on a new challenge by heading the rebranding initiative for GCA's acquisition of Multimedia Games. By combining payments and gaming, a first in the industry, Trinh has the opportunity to show the value of inspiration and ingenuity.

(A) Brad Mishlove

CEO - Catapult Groups, LLC

Brad Mishlove is CEO of Catapult Groups, serving as coach, mentor and senior advisor to entrepreneurs. Clients hire Mishlove to bring strategy, systems and accountability to growing enterprises. Mishlove co-founded LSI, a commercial landscape company, which grew to become Nevada's largest landscape firm. Mishlove then began coaching and mentoring entrepreneurs and formed Catapult Groups in 2011 to provide entrepreneurial mentoring and training. Mishlove is a member of the Exit Planning Institute and an alumnus of USC.



(D) Garry Hayes

Attorney - Law Office of Hayes & Welsh

Garry Hayes, partner at the Law Office of Hayes & Welsh, is a fourth generation Las Vegas. He is a graduate of the J. Reuben Clark Law School at Brigham Young University and has been licensed to practice law in Nevada since 1984. Hayes has experience in civil litigation, gaming and administrative law, zoning, business transactions, collections, real estate and business law. He has been active in the Preservation Association of Clark County and the Gilcrease Orchard Foundation.

(C) Renee Coffman

President - Roseman University of Health Sciences

Since 2011, Renee Coffman has served as president of Roseman University of Health Sciences, a Henderson-based private, not-for-profit educational institution she co-founded in 1999. During her first four years as president, she has helped advance the university's mission to positively impact the health, education and wellness of the community through the establishment of a second campus in Southern Nevada, located in Summerlin, the expansion of medical research programs and the founding of an allopathic College of Medicine.

spotlights

(E) Suzanne Domoracki

Program Director - Nevada Drug Card

Suzanne Domoracki has 25 years of progressive sales and marketing experience directing the activities of regional supervisory and multi-market sales personnel. Prior to joining Nevada Drug Card, she held similar supervisory positions in the health and beauty industries and oversaw all sales activity in the Western U.S. for a nationally recognized manufacturer of point-of-care oral fluid drug testing devices. She is involved with several local clubs and organizations.



(F) Jason Bruckman

Regional Vice President - Eastridge Workforce Solutions

Jason Bruckman is the regional vice president of Eastridge Workforce Solutions, a privately held staffing firm that has been named among the top 100 US staffing companies in both the private and public sectors. With more than 14 years of staffing experience and his MBA in entrepreneurship and finance, Bruckman oversees the day-to-day success of Eastridge's workforce recruitment by delivering effective workforce solutions to clients in recruitment, management and technology.

(G) Patrick Hughes

Vice President & General Manager - Cannery Casino Resorts

An Ireland native, Patrick began his casino dealing career in 1989 and held multi-level positions in numerous international gaming jurisdictions prior to making Las Vegas his home in 1996. He has assisted in opening New York, New York Hotel, The Resort in Summerlin (Rampart Casino), Eastside Cannery and Cannery Casino, where he now holds the position of general manager. He is currently on the board of the Ireland Nevada Network and is an active supporter of the Candlelighters Childhood Cancer Foundation of Nevada. Hughes is a Leadership Las Vegas graduate.



(H) JD Daniels

Division Manager, Emergency Services & Operation Support - National Security Technologies

Jim (JD) Daniels is the division manager for emergency services and operation support for National Security Technologies, LLC, as well as the management and operating contractor for the U.S. Department of Energy, National Nuclear Security Administration Nevada Site Office. He is responsible for managing the emergency response organization that encompasses fire & rescue operations, medical response, command & control operations and emergency planning. Daniels is a Leadership Las Vegas graduate.

leading by example



A newly-promoted manager just starting his or her leadership journey.

A seasoned professional who wants to dive into the innerworkings of the Southern Nevada community and find its greatest opportunities and challenges.

A proven leader who wants to give back to the community and needs a good starting point.

No matter where someone is on their career path, leadership skills – in addition to community know-how and involvement – are key pillars in establishing effective leadership, leading by example and creating positive change for the community at large. Through Leadership Advance and Leadership Las Vegas, two programs under the Leadership Institute of Las Vegas, a professional at any point in their leadership journey has an opportunity to hone their skills, enhance their knowledge of the community, create lasting relationships with other participants and a larger alumni network, and serve as a catalyst for change in Southern Nevada. Now is the time to get informed and involved.

LEADERSHIP ADVANCE

Leadership Advance is a program tailored specifically for emerging leaders and those who are developing into leadership roles within their organizations and the community. Advance consists of an overnight opening retreat, followed by monthly day-long sessions that dive into a particular area of life in Southern Nevada,

including public safety and justice, armed forces, business and gaming and education. The second half of each session day is dedicated to practical, hands-on skills and leadership training from Randy McCrillis, Ph.D., a seasoned expert in organizational development focused on honing key individual strengths to define each participant's unique leadership style. At the end of the program year, participants emerge with insight into their own leadership techniques and prepared for significant leadership roles, but with a deeper understanding of Southern Nevada's challenges and opportunities.

"Advance is a great venue for emerging leaders who need mentorship in both community affairs and leadership training," says Sonny Vinuya, 2013 graduate and vice president/small business relationship manager for Nevada State Bank. "I have always believed that commitment to continued education was one of the most important traits of an excellent leader. The Leadership Advance program is one of the best tools for that."

Leadership Advance applications are now available. For more information on the program, including cost and a schedule of session days for the 2016 program year, or to download the application, visit Leadership.Vegas or contact Kimberly Bagdasarian, program coordinator, at 702.586.3825 or kbagdasarian@lvchamberfoundation.com.

LEADERSHIP LAS VEGAS

Leadership Las Vegas is Southern Nevada's premier executive development program with nearly 1,300



Advance your career and advance your community after ten months exploring the inner-workings of Southern Nevada while expanding your leadership capacity through formal skills-based training.



Emerge as a catalyst for change after this intensive and unparalleled ten-month deep dive into our community's most challenging issues and greatest strengths. Application deadline is May 14.

**APPLY TODAY AT
LEADERSHIP.VEGAS**



graduates who continue to build upon Leadership Las Vegas' themes of community leadership to enact meaningful and positive change throughout the Valley. Alumni include local and state elected and appointed officials, executives of *Fortune* 500 companies and prominent Nevada businesses, and inspiring community leaders. During an intensive 10-month program year, class members develop a keen awareness of community opportunities and challenges and emerge impassioned about shaping the future of the community. Session days are packed with expert panels, speakers, interactive tours, simulations and other activities to give participants a thorough examination of different aspects of Southern Nevada's community, including criminal justice, business, gaming and tourism, education and community safety net.

"As a result of Leadership Las Vegas, I developed a remarkably deep understanding of our community and found ways to positively impact the lives of others," says Jonathan Ullman, class of 2013, incoming curriculum chairman and executive director of

The Mob Museum. "Along the way, I gained invaluable contacts and what I expect will be lifelong friends. To accomplish this in any other fashion would take years, if it could even be possible at all."

Leadership Las Vegas applications are now available and due no later than Thursday, May 14, at 4:00 p.m. Please note that no incomplete or late applications will be accepted.

For more information on the program, including cost and a schedule of session days for the 2016 program year, or to download the application, visit Leadership.Vegas or contact Lisa Gough, program coordinator, at 702.586.3841 or lgough@lvchamberfoundation.com.

member news

ABC - PRESIDENT'S CLUB MEMBER



announcements

Roseman University of Health Sciences appointed Rebecca Dukes to vice president for advancement and selected Peter Eveland as associate dean for student affairs and admissions and professor of family medicine for the College of Medicine.

Duane Morris LLP appointed Timothy Mulliner as special counsel with a focus on commercial litigation and labor and employment matters.

Touro University Nevada appointed John Wilcox, **City National Bank** Nevada regional executive, to its advisory board.



Bank of Nevada named John Guedry as CEO. John Guedry is also president of the company and is incoming chair for the Las Vegas Metro Chamber of Commerce Board of Trustees.



The **Las Vegas Clark County Library District** appointed Jose Melendrez to its Board of Trustees. Melendrez is currently the assistant vice president in the UNLV Office of Diversity Initiatives.



Vegas PBS named Keith Kaderlik as instructional web designer and learning management system coordinator for the station's Global Online Advanced Learning program.



McDonald Carano Wilson LLP named Gregory Giordano as the firm's partner and appointed Erin Barnett as a real estate associate.



Hutchison & Steffen announced the promotion of three new partners to its firm: Christian Orme, Jeffrey Hall and Jacob Reynolds.

wheeling and dealing

The **Las Vegas Convention and Visitors Authority** approved a multimillion-dollar performance-based advertising and marketing communications agreement with **R&R Partners**.

Matt Smith Physical Therapy merged with major national physical therapy company ATI Physical Therapy. The merger marks the first time ATI will enter the Nevada market.

Commercial Executives Real Estate Services represented a company in the lease of an industrial building located at 5966 Topaz St. The sale is valued at \$880,000.

Burke Construction Group began construction for the new Summerlin Aquatic Center on behalf of **The Howard Hughes Corporation**. The 25,000 square-foot public facility will feature a 25-meter, 10-lane swimming pool, shallow children's pool, a water play area, playgrounds, parks and multi-purpose rooms in the heart of Summerlin.

The **DC Building Group** completed the first North Las Vegas Raising Cane's location at 1950 W. Craig Road.

upcoming events

Boys & Girls Clubs of Southern Nevada will host its Sneaker Ball with special honorees Natalie Gulbis, Brigitte Kirvin and Dave Kirvin on May 8, at the M Resort. The event will feature entertainment, a gourmet dinner and two auctions. For more information, visit bgcsnv.org.

Nathan Adelson Hospice Foundation partnered with the Moyer Foundation to bring the second annual Camp Erin to Southern Nevada. Camp Erin helps children cope with the loss of someone close to them. The application deadline is May 8, and the camp is June 12 - 14. For more information and to register, visit nah.org.

Golden Nugget hosts the seventh annual Wine Fest on May 15 - 17, featuring wines from California, Oregon and Washington. The event includes a poolside reception, a Pacific Northwest tasting and a champagne and jazz brunch. For more information, visit goldennugget.com.

Opportunity Village will host its 60th birthday celebration weekend, Wizard of OV, on May 15 - 17, at the Magical Forest. The event will feature an Oz-themed children's fashion show presented by Neiman Marcus, an ice cream social and live entertainment. For more information, visit opportunityvillage.org.

The Las Vegas Metro Chamber of Commerce is proud to provide members with a place to publish their current announcements as a benefit of membership. Email news items to pr@lvchamber.com or fax to Public Relations at 702.735.0320.

congratulations



The Greater Las Vegas Association of Realtors Young Professionals Network named Heather Mongie of **Heather Mongie, LLC** among 2015's top 40 realtors under 40.



Lewis Roca Rothgerber partner and intellectual property co-practice group leader Michael McCue was recognized with a 2015 Client Choice Award by Lexology and the International Law Office.



Gina Bongiovi of **Bongiovi Law Firm, LLC** was named the **UNLV Lee Business School** MBA Alumnus of the Year. Bongiovi graduated in 2007 from the school's JD/MBA program.

The Nevada District office of the U.S. Small Business Administration named **Elite Media** as SBA's Small Business Persons of the Year; selected **Sumnu Marketing** as Family Owned Business of the Year; and awarded **NCET- Nevada's Center for Entrepreneurship and Technology** with the Entrepreneurial Spirit Award.

The Society for Human Resource Management awarded the **Southern Nevada Human Resources Association** its EXCEL Platinum Award for the chapter's accomplishments in 2014.



David Kellerman, vice president of finance for the Las Vegas Metro Chamber of Commerce, was awarded 2015 Adjunct Faculty Member of the Year from **Nevada State College**.

U.S. Senator Harry Reid recognized **Boyd Gaming's** 40th anniversary in the official record of the 114th Congress. Governor Brian Sandoval and Mayor Carolyn Goodman have also honored the gaming group for its milestone anniversary.

community service

Wynn Resorts ShowStoppers partnered with the **Make-A-Wish Foundation of Southern Nevada** to create a magical wish for Ary Brewer, a Shadow Ridge High School student currently undergoing treatment for leukemia. Brewer met the cast, sang on stage with lead vocalist Lindsay Roginski and was surprised with a trip to Broadway.

Three Square Food Bank received a \$20,000 grant from the **Dunkin' Donuts** & Baskin-Robbins Community Foundation. The foundation is working closely with Feeding America® to support child-hunger initiatives nationwide.

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Nevada Drug Card • Nevada Public Radio
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Southwest Gas • Sunrise Health System
.Vegas • Vegas PBS

LVChamber.com or 702.641.5822

ribbon cuttings

CELEBRATING BUSINESS GROWTH

To arrange your ribbon cutting, contact Georgia Allen at 702.586.3838 or email gallen@lvchamber.com



DEMI'S GIFT BASKETS, INC.

Demi's Gift Baskets, Inc. celebrated its one-year anniversary with friends and family. It has been in business for more than 27 years serving Los Angeles and is now proud to be part of the Las Vegas community. Demi's Baskets specializes in corporate gifting, floral arrangements and gift wrapping services. Call 702.423.8590 or visit demisgiftbaskets.com for more information.



NEVADA TRUST COMPANY

Nevada Trust Company, located at 9130 W. Russell Rd., Ste. 310, commemorated its 20-year anniversary and new location. Celebrating the anniversary were the Nevada Trust Company Board of Directors, Paragon Gaming, the Las Vegas Natural History Museum, Metro Chamber representatives and the Palo Alto Chamber Choir. Call 702.696.0000 or visit nvtrust.com.



LEGACY HOME CARE BUSINESS

Legacy Home Care Business announced its grand opening. Legacy Home Care is a premier non-medical home care agency in Clark County, providing a wide range of in-home care services. As a member of The Senior's Choice, the nation's largest network of independent private duty companies, its mission is to ensure a better quality of life for its elderly clients and their families by providing dependable and affordable care. Call 702-564-2979 or visit legacyinhomecare.com.



DAMSEL IN DEFENSE

Damsel in Defense announced its one year anniversary. Damsel in Defense is about equipping women with the tools to not only keep them safe but also to give them the confidence to know that they have a way out if they ever feel threatened. Whether at home or traveling, running or celebrating downtown with the girls, Damsel in Defense has the products and fact-based education that can save lives. Call 702.808.5741 or visit VegasDamsel.com.



NURSECORE

NurseCore, located at 4423 W. Flamingo Rd., celebrated its ribbon cutting. NurseCore has served the Las Vegas community for more than 11 years, specializing in home health skilled care services to pediatric and adult clients. Call 702.458.1137 or visit nursecore.com.



FIRST CAL MORTGAGE NEVADA

First Cal Mortgage Nevada announced its grand opening at 9440 W. Sahara Ave. First Cal Mortgage Nevada has more than 50 years of experience. It offers down payment and closing costs assistance available for FHA and VA loans. Call 702.906.0939 or visit mortgagecompanylasvegasnv.com.

SPONSORED BY:



PC - President's Club

\$ - Chamber Member Discount



ARROWDATA

ArrowData, an aerospace and data services company that specializes in data collection, transmission, analytics and distribution services, celebrated its launch event in Las Vegas. It is helping to lead the way for the UAS industry in Nevada. They will be hiring 125 people over the next several months and have already hired several veterans. Visit arrowdata.com.



TRIPLE DARE RUNNING COMPANY

Triple Dare Running Company announced its grand opening with dignitaries, Henderson police, Welcome Home Troops, friends, family and the Metro Chamber. Triple Dare Running Company was created to provide an unforgettable experience for the trail enthusiast. It offers three gorgeous and challenging trails in each of the cities where it brings its series with options of 25K and 50K distance. Call 435.668.1869 or visit tripleदारeruns.com



QUAN CHIROPRACTIC

Quan Chiropractic celebrated the grand opening at its new location, 5980 S. Durango Dr., Ste. 113-114, with friends, family and patients. Dr. Julie Quan practices the Gonstead technique, which emphasizes the importance of finding the cause of a problem and not chasing the symptoms. Call 702.858.8824 or visit quanchiropractic.com.



SWEET HOUSE

Sweet House commemorated its grand opening, located at 6430 W. Lake Mead Blvd., Ste. 130, with friends, family, customers and Metro Chamber representatives. Sweet House carries baking supplies, offers baking classes and makes tasty treats to order for special occasions. Call 702.722.7277 or visit sweethouselv.com.



PC LIFE CARE CENTER OF LAS VEGAS

Life Care Center of Las Vegas, located at 6151 Vegas Dr., celebrated its grand opening. Less than five miles from Mountain View Hospital, its nursing home is a perfect choice for short-term rehabilitation, long-term care, Alzheimer's and dementia care, and post-operative recovery. Call 702.648.4900 or visit lcca.com.



FOUNDATION FOR POSITIVELY KIDS

Foundation for Positively Kids opened a new neopediatric clinic, located at 2480 E. Tompkins Ave., which specializes in care for medically fragile, premature and high risk babies born earlier than 37 weeks. The early and fragile births can result in feeding and breathing issues, developmental delays and behavior problems. Call 702-262-0037 or visit positivelykids.org/home.aspx.

ribbon cuttings

CELEBRATING BUSINESS GROWTH

To arrange your ribbon cutting, contact Georgia Allen at 702.586.3838 or email gallen@lvchamber.com



\$ SALT ROOM LV

Salt Room LV announced its grand opening as the first salt room in Las Vegas, located at 1958 Village Center Circle, Ste. 7. Salt Room LV offers natural drug-free allergy relief to treat a number of respiratory and skin disorders using salt's natural anti-bacterial and anti-inflammatory properties. Call 702.228.SALT (7258) or visit saltroomlv.com.



NETEFFECT

NetEffect commemorated its recent merger with its long-time friendly competitor uptimeLV. Founded in 2002, NetEffect provides information technology services to organizations throughout Southern Nevada. NetEffect is located at 5575 S. Durango Dr., Ste. 110. Call 702.318.7700 or visit neteffect-it.com.



RENTA-DRESS AND TUX

Renta-Dress and Tux celebrated its new downtown location at 618 S. 6th St. and 24 years in business. Renta-Dress and Tux is a family-owned and operated by women business offering designer gowns and tuxedos for rent and sale. Call 702.796.6444 or visit tuxandgown.com.



PACT-ONE SOLUTIONS

Pact-One Solutions celebrated the grand opening of its new office located at 8215 S. Eastern Ave., Ste. 101. Pact-One is a seasoned leader in the technology management sphere. For more than 13 years, it has been an expert provider of tailored IT solutions for the small to medium-sized business market, offering a full suite of IT solutions including managed services, IT project consulting and implementation as well as other services. Call 702.726.8300 or visit pact-one.com.



COLLEGE NANNIES AND TUTORS

College Nannies and Tutors announced its Summerlin Learning Center, located at 9484 W. Flamingo Rd., Ste. 170. Call 702.620.3366 or visit collegenanniesandtutors.com.



PC MARC IT SHARE, LLC

MARC IT SHARE, LLC, commemorated its grand opening and President's Club level membership. It provides results-based business and professional consulting for companies and individuals to drive positive change. MARC IT SHARE, LLC partners with firms to align their strategies, people and processes to achieve optimal business results leading to sustainability. Call 702.233.5999 or visit marcitshare.com.

SPONSORED BY:



PC - President's Club

\$ - Chamber Member Discount



MONTESSORI VISIONS ACADEMY

Montessori Visions Academy announced its grand opening, located at 1905 E. Warm Springs Rd. Montessori Visions Academy is a private college prep school offering academic excellence for children from birth through 12th grade. The school follows the principles of education developed by Dr. Maria Montessori. Call 702.451.9801 or visit montessorivisions.com.



UNITED WAY OF SOUTHERN NEVADA

United Way of Southern Nevada launched its second Piggy Bank, located at Hollingsworth Elementary School. It helps teach children to save money by simulating a traditional banking experience and providing financial education in the classroom. The Piggy Bank is a collaboration between UWSN's Young Philanthropists Society, Hollingsworth Elementary, Silver State Schools Credit Union, Andson Inc. and various volunteers who donated time and materials to build the program. For more information, visit uwsn.org.



PC NEVADA DRIVING SCHOOLS

Nevada Driving Schools, located at 2235 Renaissance Dr., Ste. E, announced its grand opening. Nevada Driving Schools utilizes the American Automobile Association (AAA) License to Learn and How to Drive curriculum. This curriculum teaches teens and adult drivers through video, real-life examples and interactive activities. Call 702.463.4600 or visit nevadadrivingschools.com.



ALTUS HOSPICE OF LAS VEGAS

Altus Hospice of Las Vegas celebrated its grand opening located at 4465 S. Buffalo Dr., Ste. D. Its mission is to develop philanthropic resources for patients in need of healthcare services and provide emotional and financial support for education programs for our surrounding community. The Altus Foundation has been strategically designed to reflect compassion, efficiency, fiduciary accountability and innovation in serving its patients. Call 702.821.1120 or visit altushospice.com.



SOUTHERN FIDELITY MORTGAGE

Southern Fidelity Mortgage commemorated its new location at 4730 S. Ft. Apache Rd., Ste. 100. Southern Fidelity Mortgage is a full service mortgage bank. It offers residential home mortgages and specializes in FHA, VA and conventional loans. Call 702.228.2889 or visit gosouthernfidelity.com.

FEATURED BROKER:



CAROTHERS INSURANCE AGENCY

As a leading broker representative of Chamber Insurance & Benefits, Michael D. Carothers Insurance Agency helps Las Vegas Metro Chamber of Commerce business owners provide excellent benefits to their employees and dependents. Carothers Insurance Agency is committed to providing a wide range of quality products and services with superior customer service.

Phone: 702.385.3684
Website: CarothersInsurance.com

h2u centers:

CONVENIENT, PERSONAL AND AFFORDABLE CARE NOW AVAILABLE TO METRO CHAMBER MEMBERS!

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he Las Vegas Metro Chamber of Commerce is pleased to announce a new member employee benefit now available to members - access to **H2U Health Centers**, providing affordable healthcare services to Metro Chamber employers, employees and their families. H2U centers are conveniently located at Mountain Vista Hospital, Southern Hills Hospital and Sunrise Hospital and Medical Centers. Metro Chamber member employees and their dependents receive personalized attention and quality care, spend less time in waiting rooms and at the pharmacy, and save money on healthcare expenses. It makes it easier to get well and stay healthy, happy and productive.

At the H2U Health Centers, qualified medical practitioners care for employees with common illnesses, such as allergies, ear infections, strep throat, minor infections and rashes. Additional services include blood pressure checks, flu diagnoses, lab work and chronic condition management - all completed on site. The H2U Health Center is stocked with pre-packaged, commonly prescribed generic medications that will be dispensed as needed **at no charge**. If you need medication that is not available at the H2U Health Center, the practitioners can write a prescription for you to fill at the pharmacy of your choice (some restrictions apply).

For added convenience, Metro Chamber members also have access through H2U Health Center's telemedicine program to speak with a U.S.-based, board-certified physician via telephone or video conference 24 hours a day, seven days a week, 365 days a year.

For eligible employees and their eligible dependents, these services will be offered at an affordable inclusive per-visit rate. All prescribed generic prescriptions, as well as lab work conducted at the center, are built-in to the rate, taking the guesswork out of the visit and creating a multi-functional, streamlined and customizable way for you and your employees to take advantage of quality healthcare.

In light of the many changes to healthcare and insurance pricing over the last few years, many employers have had to make the difficult decision of choosing higher deductibles with thousands of dollars coming out of pocket for the employee. This benefit is especially attractive to employees with high-deductible health plans. For as low as \$20 per employee per month for most employers, employees can use this benefit to minimize their out-of-pocket costs, avoiding unpredictable costs subject to the high deductible gap they would normally have to pay for even routine visits.



To protect each patient's privacy, the H2U Health Center is managed by a third-party administrator that ensures personal health information is kept confidential. Individual health information and medical records will not be shared with the employer, the hospital or any other person without express written permission.

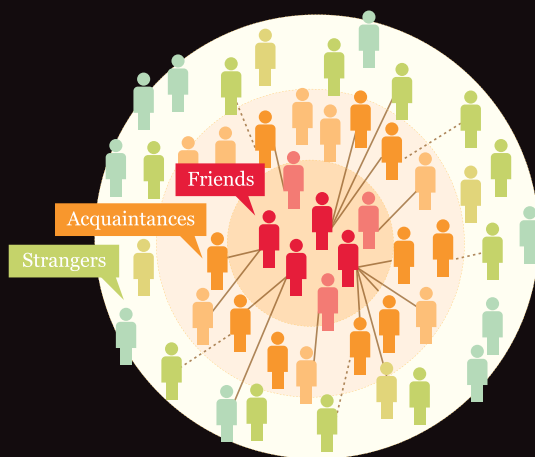
H2U Health Centers are open Monday through Friday in addition to the telemedicine option. Appointments and walk-ins are welcome to the centers during business hours. Contact the Metro Chamber at 702.641.5822 for a free information e-kit on this brand new member-exclusive benefit, or visit LVChamber.com.

Market Yourself.

The only sustainable advantage one real estate agent has over another is his or her personal brand.

The strength of your personal brand will determine how many referrals you get, listings you can convert, and, ultimately, homes you transact. Your personal brand is built through your relationships with friends, acquaintances, and strangers.

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May 12

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Committee Meeting

May 21

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May 27

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Committee Meeting

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for more information.



owning from the inside

Shavonnah Tiëra, Director of VYP & Entrepreneurship -
Las Vegas Metro Chamber of Commerce Foundation

A true mark of an entrepreneur is the ability to make calculated risks. Those risks span assessing market conditions, making key hiring decisions and everything in between. It's easy to get bogged down in your day-to-day job function and not even realize that you have the core competencies of an entrepreneur, yet channel them as an intrapreneur. Are you prepared to take those skills to the next level?

An 'intrapreneur' is, according to Sir Richard Branson, "an employee who is given freedom and financial support to create new products, services and systems, who does not have to follow the company's usual routines or protocols. While it's true that every company needs an entrepreneur to get it under way, healthy growth requires a smattering of intrapreneurs who drive new projects and explore new and unexpected directions for business development."

Everyone around me is a multi-tasker. Whether they have side projects in addition to their main gigs or side projects to their side projects, I have a stable bunch of peers that are always looking to do or create their next project to change the world. I, of course, am a card-carrying part of the pack, constantly adding projects to take on even as an intrapreneur within the Metro Chamber Foundation.

From my perch in the front office of a law firm in 2009, I heard from droves of homeowners struggling to save their homes from foreclosure. With the creation of TARP and HAMP, federal programs designed to help homeowners navigate the confusing legal landscape of foreclosure, the firm had many calls coming in and many with the same question. I started trying to figure out a better way to help more people that our firm didn't have the hours or resources to serve.



Vegas Young Professionals and Metro Chamber members raised a stein to new business connections at Hofbrauhaus Las Vegas, modeled after the Munich original. Members built their professional network while taking in the fun, high-energy atmosphere of the only Bavarian beer hall in Las Vegas. *Photo credit: VegasInc. and Tek Le.*

I crafted a preliminary pitch to our managing partner, complete with a financial projection with a slider that showed revenues based on how many people we served. This was a stark difference from the hourly-based service model from which law firms are known.

The entire pitch I nervously sputtered out was an idea on how to create an online self-help website and package for homeowners who couldn't afford our services, but still needed clarification into the foreclosure or TARP process. My partner was far more intrigued with how big the number got when he slid the slider in the Excel worksheet to the right than the details of my pitch, but assured me he'd pass along the idea.

The partners liked my idea, but I later found out, the firm didn't have the resources to execute it, so they were going another route and choosing to assign one attorney all the HAMP files and turn him into the resident expert. More of the same. This was a key lesson I never had to learn again.

1. **Ensure you are truly adding value to the company.** Take time to understand the goals of the company – not only financial, but the internal, social and political goals as well. Our company didn't have the resources to make my plan work at the time but still tackled the opportunity in the best way they knew how.
2. **Make a plan.** Pitch your idea as if you are meeting with investors... because you are. This also means pitching yourself. Share just how you will go about leading the initiative and being honest about the tradeoffs.
3. **Be sure to deliver that plan to the right people in your company.** That's right, people. You should always have an internal champion to help vet and ultimately push your idea through if it comes to a vote. In addition to your champion, be sure that you pitch to a decision maker.
4. **Everyone should be a winner.** Even in the chance of a successful spinoff company, don't miss out on having your bosses be your first and best advocates – financially and professionally.

Pitching this idea was for me the best thing for my career. While my implementation was off base for this firm, my passion for the subject helped land a key role in working with the lead attorney and ultimately a raise. Could I have just quit and ventured out on my own? Of course, but I was just a few years out of college and recently back to Las Vegas. I didn't have the resources to venture out on that project alone. That was the key benefit to pitching the idea to my firm, even if I lost some ownership. That was a risk I calculated with great precision.

This month, VYP is taking a deeper look into intra- and entrepreneurship in our valley. Visit vegasymp.com for more news and updates on how you can develop your own intrapreneurship potential.

the final word

APRIL ACCOMPLISHMENTS

S

pring is in full bloom and it's time for growth, new opportunities and exciting ways to save money. The Metro Chamber spent the month of April speaking with members and partnering with companies to create programs that help your business thrive. Take a look at what the Metro Chamber accomplished for you in April:

- Launched new benefits, perks and discounts – including discount programs with UPS, Dell and LegalShield – to help members cut costs and spend more efficiently, protect their business investment, and spur growth for the local economy.
- With other key stakeholders, broke ground on Interstate 11, a game-changer for creating jobs and opening up new opportunities for business growth in Nevada and Arizona.
- Unveiled a new Members Only section where members can pay bills, register for events and build a more robust business listing with a photo gallery, commercials, and links to social media.
- Testified on 48 bills before the Nevada State Legislature.
- Connected Metro Chamber members and Vegas Young Professionals members for a night of business building at the Hofbrauhaus during Business Blend.
- Recognized by the Clark County School District for recruiting mentors to the Reclaim Your Future partnership program that helps at-risk high school seniors graduate.
- Convened a K-12 Policy Committee Meeting at the Delta Academy and discussed the keys to creating a successful educational system, including teacher accountability and change in the classroom.
- Cultivated high-level connections during a CEO Reception at the Jackie Gaughan Penthouse Suite at the El Cortez Hotel & Casino.
- Held an information-packed Focus Las Vegas session, where participants explored the different organizations and systems that make Southern Nevada a dynamic place to live and work.





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UPCOMING METRO CHAMBER EVENTS

EGGS & ISSUES

Friday, May 8

8:00 - 9:30 A.M.

\$40: MEMBERS

\$55: NON-MEMBERS

\$400: TABLE OF TEN

Four Seasons Hotel
3960 Las Vegas Blvd. South



**U.S. CONGRESSWOMAN
DINA TITUS**

NewsFeed

Wednesday, May 13

7:30 - 9:30 A.M.

\$40: MEMBERS

\$40: NON-MEMBERS

\$400: TABLE OF TEN

Four Seasons Hotel
3960 Las Vegas Blvd. South



THE BUSINESS OF UAVs

BUSINESS POWER LUNCHEON

Thursday, May 21

11:30 A.M. - 1:00 P.M.

\$50: MEMBERS

\$65: NON-MEMBERS

\$500: TABLE OF TEN

Four Seasons Hotel
3960 Las Vegas Blvd. South



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MAY 2015

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BOOTH.**



WEDNESDAY, JUNE 10

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